Walk In with a Problem,
Walk Out with a Solution.

In this business, every time you think you've sorted out where products fit in the market, someone does something to change the whole picture. This time it was **IBM** - with seven new computers (That's right seven!), four new printers and over a hundred software products!

IBM has not been the only one with new product announcements:

- **Apple** has announced colour monitors for the 11e and 11c, a new high performance model of the Imagewriter printer, a 20M byte hard disk for the Macintosh, 800K 3.5 inch disk drives for the 11e and 11c and an expansion board for the 11e that adds up to a megabyte of memory! All of these products, except the memory expansion board, will be available this month - but we expect quantities to be limited until after Christmas. So, if you are interested, get in early.

- **Commodore** has announced the 128 (available late October). This is actually three computers in one: a Commodore 64, a new Commodore 128 and a Z80 capable of running CP/M programs. New disks drives, monitors and datasettes are also being released.

- **Epson** has released three new printers: the FX-85 and FX-105 which offer higher quality and more features than the old FX-80 and FX-100 models; and the GX-80 which offers total IBM, Apple or Commodore compatability at 100 characters per second printing for $485.

- **Brother** has two new printers: the M1509 is a 180 character per second, 15 inch dot matrix printer costing just $799; the Twinwriter provides both 140 character per second dot matrix and 36 character per second daisywheel printing in the one printer!

- **NEC** also has two new printers. The ELF Spinwriter: a 20 character per second daisywheel printer for just $775; and the P5 Pinwriter: a 264 character per second dot matrix printer for $1,950.

Speaking of printers, we also now have Impact laser printers in stock. These operate at up to eight pages per minute, produce superb quality output and are extremely quiet. Prices are around $6,000.

So we have plenty of exciting new products to show you next you visit ComputerLand.

Peter Thorogood

IBM JX

EPSON

NEC

BROTHER

Are we turning Japanese?

IBM's NEW PRODUCTS

Seven New Computers

The **IBM JX** is a Japanese version of the IBM PC. All models come with a high resolution colour monitor and two cartridge slots. (Programs like Lotus 1-2-3 are available on cartridge - so you may well need only one disk drive.) They can be expanded up to 512K memory, two 3.5 inch (360K) floppy disks and one 5.25 inch floppy disk. You have a choice of two excellent keyboards which can be operated without a cord if you wish.

The JX is available in three models:

- The **IBM JX1 Basic Education System** has 64K memory, a colour monitor and no disk drives. (It is intended to be a terminal in a network.) Recommended retail price is $2,115.
- The **IBM JX2 Starter System** has 128K memory, a colour monitor and one 3.5 inch disk drive. Its price is $2,875.
- The **IBM JX3 Business System** has 256K memory, a colour monitor and two 3.5 inch disk drives. Its price is $3,380.

The **IBM XT** has been around for some time in its 10Mbyte hard disk version. There are now two new models, both with 256K memory, expandable to 640K:

- The **IBM XT1 Diskette System** is a version of the XT with one 5.25 inch (360K) floppy disk and no hard disk. It has eight expansion slots and a power supply designed to cope with a hard disk when added.
- The **IBM XT 2 Diskette System** is a version of the XT with two floppy disks (and no hard disk).

The original XT with the hard disk, and the desktop and portable PCs are, of course, still available.

The **IBM AT** is the new top-of-the-line IBM model. The AT is expandable to 3M byte memory, a 1.2M byte floppy disk and two 20 M byte hard disks. It is capable of supporting a number of terminals. The AT comes in two models:

- The **Base Model IBM AT** has 256K memory and one 1.2M byte floppy disk.
- The **Enhanced Model IBM AT** has 512K memory, one 1.2M byte floppy disk and one 20M byte hard disk.

IBM IBM IBM IBM IBM IBM

A Hundred New Programs

To coincide with the release of the IBM JX computer, IBM has released over a hundred programs - mainly for business and education plus a few games and utility programs.

IBM IBM IBM IBM IBM IBM

Four New Printers

IBM has also announced four new printers:

- The **IBM Proprinter** is a 200 character per second, dot matrix printer. It has a 100 character per second text mode and a 40 character per second near letter quality mode. One unique feature is the ability to print a single cut sheet (or envelope) without removing the tractor feed paper. At just $1,130, this looks like a real winner!

- The **IBM Wheelprinter** is 25 character per second daisywheel printer. Its excellent automatic paper handling facilities make it well worth considering.

- The **IBM Colour Jetprinter** produces seven colour output by a silent ink jet process. It can produce colour transparencies as well as paper output.

- The **IBM Quietwriter** uses a unique thermal transfer process to produce letter quality output at 60 characters per second. As you might guess, it is very quiet!

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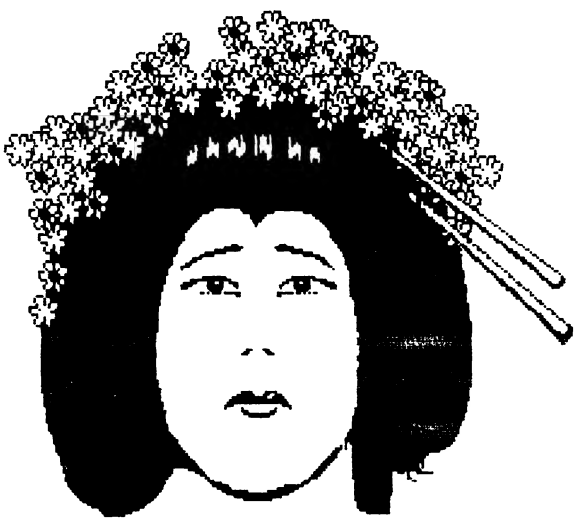


Software
with Mary

Word Processors

"Word processing" is a term which sounds fancier than it is. Word processing is simply typing by computer; and, although many people fear that word processing is complicated, in fact, makes ordinary typing much easier - both for the expert and the two fingered typist like me.

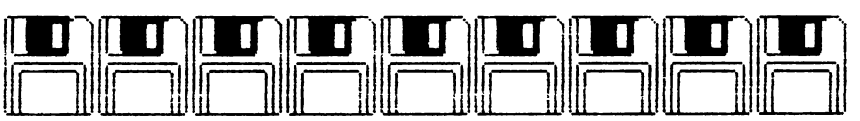
When you need a letter or report (or newsletter) printed, you are able to type directly onto the screen of your computer. If you make typing mistakes, you are able to go back and correct them. If you decide that you want to change the order of words, or a whole paragraph, then a few simple commands will enable you to do this. Once you are happy with what you have written, you print out the results onto paper.

Now, that's about what a sophisticated electric typewriter might let you do. The real magic of word processing is the ability to store and re-use the words you have just written, for example, an overdue account reminder.

Some word processors can also match a standard letter with a list of names and addresses. This is called a mailing list or a mail merge facility, and is particularly useful for clubs and all businesses which keep a record of customers and want to send different letters to the same people.

More sophisticated word processors may also have the option of spelling checking or a thesaurus ability, which is very handy for professional or amateur writers.

Word processing is no doubt one of the most universally useful thing to do with your computer and nearly all businesses end up purchasing a word processing program. Each computer usually has a variety of different programs for this purpose.



For the **Commodore** users with a datasette only, we recommend the Heswriter program. This is an excellent starters' system and will also save documents to disk when you decide to purchase that drive unit. If you are already blessed with a disk drive, then EasyScript is the pick for me; but beware, it will only interface to selected printers, so make your Commodore printer choice carefully.

The choice for **Apple 11** owners includes Appleworks and PFS:WRITE. They are both good word processors and the determining factor could be the ability to interface to a filing system and/or the price. For the users at home and for the kids, there is Bank Street Writer, a simple, easy-to- use, low cost word processor (which is also available for Commodore and IBM).

The Apple **Macintosh** comes with a word processor called MacWrite, which is my choice for the small business wanting to do promotional work because of its ability to vary the fonts and to merge pictures with the words. Its very easy to use but limited in some features. Microsoft Word may be added to the MacIntosh for more advanced word processing.

Moving upwards to the **IBM** and Commodore PC10, there are more choices. Certainly consider PFS:Write, MultiMate, Wordstar 2000, Microsoft Word (with or without a mouse) and IBM's own Displaywrite series.

For those just wanting to write business letters then PFS Write or Displaywrite 1 would be a good start. The professional secretary may want to consider Multimate, which is modelled on Wang's dedicated word processors or Displaywrite 2 which emulates IBM's dedicated word processors. Those interested in using the full features of their PC may want to consider Microsoft Word. If you need a really full featured word processor, then Wordstar 2000 or Displaywrite 3 could be your choice.

Find all this a bit confusing? Then why not book now for our word processing day or evening classes or register interest for a proposed childrens' class in the January school holidays.

Just Learning

with Steve

Introduction to Computers for Business

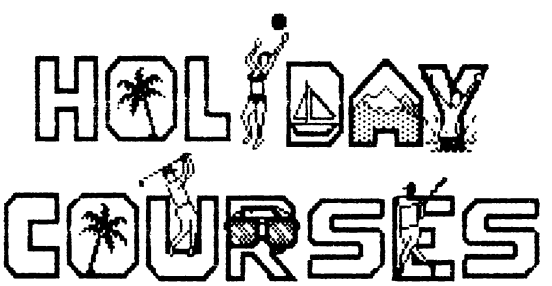
This course is proving to be our most popular, with participants ranging from the parents of whiz kids through to managers of local businesses. The Course provides a solid understanding of the four main applications of personal computers, word processing, data management, electronic spreadsheets and computer accounting. The emphasis is placed on a practical, working understanding and so there is a large amount of actual "hands on" practice with each application.

The next two scheduled courses are:

- an eveneing course commencing on Wednesday 23rd October and continuing for five weeks. The fifth night is optional and will cover advanced word processing;
- a day course commencing on Tuesday 5th November and continuing for four weeks.

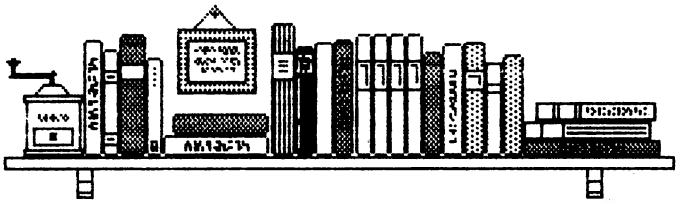
Saturday Morning Kids Classes

The final series before the Christmas holidays commences on the 2nd November and continue for 4 weeks. So if your children are interested in gaining an understanding of computers and BASIC programming then enrol now. Also, if your friends are considering giving their kids a computer for Christmas, suggest it to them.



Our ever-popular holiday classes for primary and high-school children will be on again in January. We'll let you know the dates and times in our next Newsletter but it may be wise to book soon or your kids might miss out.

If you are interested in any of these courses, or any other computer training, ring or drop in to arrange a time to suit you.



Bob's Bookshelf

Everymans Database Primer features Dbase III, but is applicable to most database programs. The book gives an in-depth, and yet easy to understand, explanation of database concepts and practice. File creation, modification and maintanence are carefully set out in easy to understand terms for both the novice and experienced user. This looks like becoming the basic text for the Dbase III programmer and is well worth the price of $44. (A version for dBase 11 is also available.)

A Bit of Basic is definately our all time best seller. This book incorporates an eight-hour self study course, for those wanting to know how to create Basic programs. It is an excellent text for anyone from 10 to 100. Its presentation and layout make it easy to understand, with numerous illustrations included to explain the principles involved. A definite choice for those who find manuals a bit hard going. At $20, a good gift for the up-comming festive season.

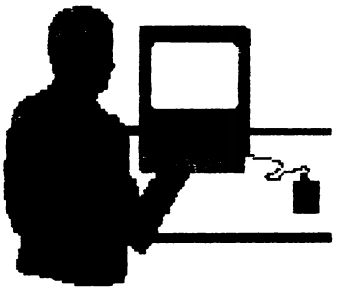
Your Second Commodore 64 Program is an informative, well illustrated book on the Basic language for the Commodore 64. It is the sequel to Your First Commodore 64 Program. This book includes data storage and manipulation techniques. This book should extend your working knowledge of the Commodore 64 basic. At $27 a sound investment to add to your collection.

BARGAIN CORNER

With all of the new products, we have to clear some shelf space! So we have some really super specials for Passport holders only.

	Normally	Special
Numeric keypad for Apple 11+	$215	$25
Swivel Monitor Base	$25	$10
Koala Pad for Apple	$180	$95
Koala Pad for Commodore 64	$170	$95
Kraft Paddles for Apple 11+/11e	$60	$25
Kraft Joystick for IBM PC	$99.95	$30
USI Paddles for Apple 11+/11e	$45	$20
PC Paint with Mouse for IBM PC	$295	$245
Extended 80 column card (128K) for Apple 11e	$485	$395

We have only one of each of these products at this price - so be quick!



TECH TALK

with Bruce

Fixed Rate/Fixed Date Maintenance

We've been looking at ways of making our maintenance contracts cheaper. This has resulted in our introducing "fixed date" and "fixed rate" maintenance.

"Fixed Rate" maintenance means that once we have established the maintenance contract rate for your system we won't increase it when you add peripheral equipment to your system.

"Fixed Date" maintenance means that all of our contracts will now be renewable on the same date. This will cut our administrative costs and save you money!

If you already have a maintenance contract, we'll be writing to with details of how the new system will affect you.

If you don't have a current maintenance contract, give us a call and get the details for your system - we think you'll be pleasantly surprised at our new low rates.

NEC Service

In the past, we have been somewhat reluctant to recommend the NEC APC 111 computer because of NEC's policy that only they could service their computers. In the case of NEC customers on the Central Coast, this means sending the computer to Sydney and waiting at least three days to get it back - which is simply not good enough!

We are delighted to announce that NEC has changed its policy and **ComputerLand is to be NEC's sole computer service centre** for the Central Coast.

So, if you're interested in having a look at the NEC APC 111, which is currently the second best selling business PC in Austraila, we'd be delighted to give you a demonstration.

Staff News

Welcome to Bob Graham who joins us as an Accounting Systems Consultant. Bob has a great deal of practical accounting and computing experience which will be invaluable to our customers introducing computerised accounting into their businesses. Bob's also something of a fitness fanatic and may well embarass the rest of us into a healthier lifstyle.

By the way, if you've visited the store lately and wondered where Jill Everard has got to; she's still working for us on Saturdays, but for the rest of the time she's helping her husband establish a blind business. We all wish them the best of luck.

Positions Vacant

After expanding rapidly for three years, we're planning to expand - and we need more staff!

Right now we have several vacancies for sales staff - including management positions. We're looking for people with sales and business experience. We already have the best support team in the business to give technical training and support to our sales people. So we're looking for salespeople who are good at understanding the needs of business people.

If you know anyone who might be interested, tell them to get in touch. They'll need to be good - but if they are, the rewards will be excellent. And the career opportunities in computer sales are unbeatable!

ComputerLand,
48 Mann Street,
Gosford,2250.

Phone (043) 24 1811
Viatel 43 24 1811 0

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